

Message Text

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51

ACTION EUR-06

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FM AMEMBASSY BELGRADE

TO USDOC WASHDC

INFO SECSTATE WASHDC 9460

AMCONSUL ZAGREB UNN

UNCLAS BELGRADE 2546

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: LICENSE OPPORTUNITY: ELECTRIC METERS IN YUGOSLAVIA

1. ELEKTRONSKA INDUSTRIJA NIS (EI NIS) (WTDR 2/73), A LEADING YUGOSLAV SWECTRONIC COMPONENTS MANUFACTURER, WISHES TO PURCHASE U.S. LICENSE AND TEHNICAL KNOW-HOW TO PRODUCE ELECTRIC METERS.

2. EI NIS PLANS AN ANNUAL PRODUCTION 300 THOUSAND METERS VALUED AT \$3 MILLION. APPROXIMATELY 60 PERCENT OF PRODUCTION WOULD BE THREE-PHASE TWO-RATE METERS, 35 PERCENT THREE PHASE ONE-RATE METERS, AND 5 PERCENT MONOPHASE, ONE RATE METERS. METRIC STANDARDS, 220 VOLTS, 50 CYCLES. MAXIMUM MEASUREMENT TOLERANCE CLASS 2.5 AMPERES 5-25.

3. EI NIS WISHES TO BEGIN PRODUCTION BY ASSEMBLING US MANUFACTURED PARTS AND GRADUALLY PHASE INTO PRODUCTION OF THEIR OWN PARTS. FIRM ALREADY HAS ASSEMBLY LINE TO PRODUCE METERS, BUT INTENDS TO PRUCHASE PROCESS CONTROL EQUIPMENT AND SPECIAL MACHINERY RECOMMENDED BY LICENSER.

4. COMMENT: SHORTAGE OF ELECTRIC METERS IN YUGOSLAVIA IS CRITICAL AND HAS BEGUN TO HAVE A DETRIMENTAL EFFECT ON DOMESTIC HOUSING SITUATION. IT IS NOT UNSUSUAL FOR YUGOSLAVS TO WAIT SEVERAL MONTHS BEFORE MOVING INTO NEW DWELLINGS DUE TO METER SHORTAGE. ALSO, MAY OLD METERS MUST BE REPLACED. AT PRESENT, THERE IS ONLY ON YUGOSLAV MANUFACTURER OF METERS, ISKRA KRANJ, UNDER LICENSE TO ITT.

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5. ACTION REQUESTED. COMMERCE IS REQUESTED TO BRING THIS
LICENSE OPPORTUNITY TO ATTENTION POTENTIALLY INTERESTED U.S.
FIRMS. INTERESTED FIRMS MAY CONTACT EI NIS REPRESENTATIVE,
PAVLE RADEKA, CENTROCOOP EXPORT-IMPORT, TRG BRATSTVA I JEDINSTVA 3./5
?39&4-\$, JUGOSLAVIJA.1' 53)3/ 11348 YUCENB.
TOON

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